

Message Text

UNCLASSIFIED

PAGE 01 COLOMB 00100 120810Z

17

ACTION NEA-10

INFO OCT-01 ISO-00 EB-07 /018 W
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R 091034Z JAN 76
FM AMEMBASSY COLOMBO
TO USDOC WASHDC
INFO SECSTATE WASHDC 4014

UNCLAS COLOMBO 100

E.O. 11652:N/A
TAGS: BBSR, CE
SUBJECT: WTDR/FTI UNITED TRACTOR AND EQUIPMENT LIMITED

REF: USDOC 16521

1. SRI LANKA 2. CNTRY CODE: 542 3. SER. NO: N/A
4. UNITED TRACTOR AND EQUIPMENT LIMITED
4A. CODE: - 4B. CODE: -. 4C. CODE: -.
5. POSTBOX 343, 447 UNION PLACE,
6. COLOMBO 2, SRI LANKA
7. ESTABL: 1947
8. EMPL: 189
9. SIZE: (20-X) MEDIUM
10. REPUTATION: (22-X) GOOD
11. -
12. RPT. DATE: 01/76
13A. 35300 AGT. IMP. RET. AND DIST. OF CONSTRUCTION AND
RELATED MACHINERY INCLUDING TRACK-TYPE TRACTORS,
BULLDOZERS AND MOTOR GRADERS
13B. 35320 AGT. IMP. RET. AND DIST. OF MINING AND DRILLING
MACHINERY
13.:. 35190 AGT. IMP. RET. AND DIST. OF DIESEL AND MARINE
ENGINES
13D. 35194 AGT. IMP. RET. AND DIST. OF OUTBOARD MOTORS
13E. 35230 AGT. IMP. RET. AND DIST. OF AGRICULTURAL TRACTORS
AND IMPLEMENTS
13F. 36230 AGT. IMP. RET. AND DIST. OF WELDING APPARATUS
14. CONTACT: COL. TERRY ABEYSINGHE TITLE: GENERAL MANAGER
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15. CABLE: "UNITTRACTOR" COLOMBO 16 TELEX: N/A

17. TEL: 95461

18. FINANCIAL REF: BANK OF CEYLON, COLOMBO AND TATTON
NATIONAL BANK, COLOMBO

19. TRADE REFS: CATERPILLAR TRACTOR COMPANY, PEORIA, ILL.;
NORTHWEST ENGINEERING CO., CHICAGO ILL.; EUTECTIC CORPORATION,
FLUSHING, N.Y., AND ROME INDUSTRIES, CEDARTOWN, GEORGIA.

20. FOREIGN FIRMS REPRESENTED: AGENCY REPS, OF TATA EXPORTS
LTD., BALLARD ESTATE, BOMBAY, INDIA FOR DRILLING AND MINING
EQUIPMENT, ACQUIRED 1967; AND WARMAN EQUIPMENT LTD.,
SYDNEY, AUSTRALIA FOR PUMPS, ACQ. 1964.

21. FIRM IS LOCATED AT THE JUNCTION OF TWO BUSY ROADS IN
THE HEART OF COLOMBO ABOUT TWO MILES FROM MAIN BUSINESS AND
SHOPPING. IT IS A PRIVATE LIMITED LIABILITY
COMPANY WITH A PAID UP CAPITAL OF RS 1.2 MILLION AND
DEALING MAINLY IN HEAVY MACHINERY AND AGRICULTURAL EQUIPMENT.
IT MAINTAINS SPARES AND SERVICE DEPARTMENTS MANNED
BY PERSONNEL TRAINED LOCALLY AND ABROAD. FIRM HAS FIVE
ASSOCIATES, CHIEF OF WHICH IS THE CEYLON DEVELOPMENT
ENGINEERING CO. LTD. (CDE), A BIG PRIVATE-SECTOR CON-
STRUCTION CONTRACTOR HANDLING LARGE WORLD BANK FUNDED
PROJECTS. FIRM'S LATEST BALANCE SHEET FOR YEAR ENDED
MARCH 31, 1975 SHOWS (A) NETT WORKING CAPITAL: 4.22
MILLION, (B) PROFIT: RS. 1.2 MILLION (BEFORE TAXATION)
(C) INVENTORY STOCKS: RS. 1.98 MILLION (D) ACCOUNTS
RECEIVABLE: RS. 2.7 MILLION WHICH INCLUDES DUES FROM
CEYLON DEVELOPMENT ENGINEERING CO. LTD. (CDE): 1.0
MILLION AND (E) FIXED ASSETS: RS. 234,263. SALES TURNOVER
FOR YEAR 1974 WAS REPORTEDLY, RS. 4.05 MILLION. BANKING
SOURCES STATE FIRM HAS AN EXPERIENCED DIRECTORATE, AN OLD
CUSTOMER MAINTAINING A SATISFACTORILY CONDUCTED CURRENT
ACCOUNT BUT PRESENTLY EXPERIENCING LIQUIDITY PROBLEMS DUE
TO NON-REALIZATION OF INVESTMENT IN ASSOCIATE (CDE).
MANAGEMENT CONSIDERED HIGHLY REPUTABLE BY LOCAL BUSINESS
SOURCES. SUBJECT FIRM RECOMMENDED AS EXCELLENT TRADE
CONTACT FOR INTERESTED AMERICAN FIRMS.

22. PREPARED BY S. PATHMANATHAN. APPROVED BY: J.M. HAWLEY III
AT: U.S. EMBASSY, COLOMBO, SRI LANKA.
VAN HOLLEN

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NNN

Message Attributes

Automatic Decaptioning: X
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Disposition Event:
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Margaret P. Grafeld
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04 MAY 2006

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TAGS: BBSR, CE
To: COM
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